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DE RUEHC #8236 2362147
ZNR UUUUU ZZH
R 242128Z AUG 09
FM SECSTATE WASHDC
TO RUEHGT/AMEMBASSY GUATEMALA 0000
INFO RUETIAA/DIRNSA FT GEORGE G MEADE MD
RUEAIIA/CIA WASHINGTON DC
RHMCSUU/FBI WASHINGTON DC 0000
RUEKJCS/SECDEF WASHINGTON DC
RUCPDOG/USDOC WASHINGTON DC 0000

UNCLAS STATE 088236

SIPDIS
GUATEMALA FOR ELIZABETH MANGINI

E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [GT](#)
SUBJECT: BLUE LANTERN LEVEL 3: POST-LICENSE/PRE-SHIPMENT
END-USE CHECK ON LICENSES 050168405 AND 050168509

REF: A. 08 GUATEMALA 183
[1](#)B. 09 SAN SALVADOR 197

[1](#)1. This is an Action Request. See paragraphs 2 - 4.

[1](#)2. The Department's Office of Defense Trade Controls Compliance (PM/DTCC) requests Post's assistance in conducting a post-license/pre-shipment check on licenses 050168405 and 050168509 for the export of pistols to Guatemala. Post is requested to complete this Blue Lantern check within 45 days. Lack of response to a Blue Lantern check will affect pending and future licenses involving parties to this license.

[1](#)3. Reason for Request: Previous Blue Lantern check on IMSA and El Lobo in Guatemala found the companies to be uncooperative and evasive (REFTEL A). The companies were not forthcoming about who owned the businesses. A subsequent Blue Lantern check on Conavesa S.A. and Guido Lobo in El Salvador established that Mr. Lobo owns IMSA and El Lobo in Guatemala (REFTEL B). The Guatemalan Industria Militar did not/not sign the DSP-83 Nontransfer and Use Certificate for these licenses. This check is to revisit the issues with IMSA and to establish the bona fides of these transactions (NOTE: No/no shipments have yet been made on either of these licenses).

[1](#)4. Action Request: Post is requested to verify that the firearms listed below were ordered by the Guatemalan Industria Militar. Post is also requested to question IMSA about its relationship with Guido Lobo of El Salvador and determine if any U.S.-origin firearms have been re-exported without authorization. Finally, Post is requested to make inquiries to the appropriate authorities of the Government of Guatemala to determine if they have any derogatory information on Guido Lobo. The following points are included for guidance:

(To Industria Militar)

--Can you confirm the order and receipt of all the defense articles listed on these licenses?

--Did you pay any fees or commissions to IMSA for its services in this transaction?

(To IMSA)

--What role did your company play in this transaction?

--Did you pay and/or receive any fees or commissions for your services during the course of this transaction? If so, please provide details on these fees or commissions.

--Will your company ever have physical possession of these

defense articles?

--Who are the principals of your company?

--What is your relationship with Guido Lobo of El Salvador?
What is his role in your company?

--What is the relationship between your company and Conavesa S.A. and/or Alto Impact of El Salvador? Does your company ever sell or otherwise provide firearms to these companies?

--Does your company re-exported any U.S.-origin firearms to end-users outside Guatemala?

(To Appropriate Import/Export and/or Law Enforcement Authorities)

--Is Guido Lobo of El Salvador legally permitted to own and/or operate a firearms business in Guatemala?

--Do you have any records of IMSA exporting U.S.-origin defense articles to end-users outside Guatemala?

--Do you have any information on IMSA, El Lobo, or Guido Lobo that would question their reliability as a recipient of U.S. defense articles?

In its reply, Post is encouraged to comment on any information pertinent to this transaction such as security of facilities, discrepancies in the company's record keeping and concerns about the entities involved.

15. Details of license applications:

1A.

DTC Case: 050168405 (NOTE: No shipment has yet been made)

QUANTITY/COMMODITY:

50 Beretta Model 90Two Pistols, 9mm

50 Beretta Model 90Two Pistols, .40 Caliber

50 Beretta Model PX4 Storm Pistols, 9mm

50 Beretta Model PX4 Storm Pistols, .40 Caliber

50 Beretta Model PX4 Storm Pistols, .45 Caliber

License Value: USD \$155,200

SELLER:

Valor Corporation of Florida
1001 Sawgrass Corporate Parkway
Sunrise, FL 33323

FOREIGN INTERMEDIATE CONSIGNEE:

Sercogua
12 Calle, 1-25 Zona 10, Torre Norte, Nivel 05, Oficina #513
Guatemala City, Guatemala

FOREIGN CONSIGNEE:

IMSA
12 Calle 5-57 Zona 9, Plaza Espana Montufar, Local 6
Guatemala City, Guatemala
Tel: 502 2361-2850
Tel: lobo.armas@gmail.com

FOREIGN END-USER:

Industria Militar
Calle 32, 26-53 Zona 5
Guatemala City, Guatemala
Tel: 502 2362-0115 / 2362-0116

PURPOSE:

For exclusive use of the military and police department in Guatemala

1B.

DTC Case: 050168509 (NOTE: No shipment has yet been made)

QUANTITY/COMMODITY:

60 Smith & Wesson Model M&P Pistols, 9mm

30 Smith & Wesson Model M&P Pistols, .40 Caliber

10 Smith & Wesson Model M&P Pistols, .45 Caliber

25 Smith & Wesson Model M&P Compact Pistols, 9mm

25 Smith & Wesson Model M&P Compact Pistols, .40 Caliber

License Value: USD \$75,715

SELLER:

Valor Corporation of Florida
1001 Sawgrass Corporate Parkway
Sunrise, FL 33323

FOREIGN INTERMEDIATE CONSIGNEE:

Sercogua
12 Calle, 1-25 Zona 10, Torre Norte, Nivel 05, Oficina #513
Guatemala City, Guatemala

FOREIGN CONSIGNEE:

IMSA
12 Calle 5-57 Zona 9, Plaza Espana Montufar, Local 6
Guatemala City, Guatemala
Tel: 502 2361-2850
Tel: lobo.armas@gmail.com

FOREIGN END-USER:

Industria Militar
Calle 32, 26-53 Zona 5
Guatemala City, Guatemala
Tel: 502 2362-0115 / 2362-0116

PURPOSE:

For exclusive use of the military and police department in Guatemala

16. Submitted in support of the license application were the following documents (PM/DTCC will fax documentation to Posts upon request):

1A.

Signed DSP-83 Nontransfer and Use Certificate signed by Harry Lopez (Valor Corp) dated 04/30/2009 and Maria Gabriela Mendio (IMSA) dated 04/03/2009

Import Authorization No. 035/ARM-2009 signed Hector Rolando del Cid dated 02/23/2009

End User Certificate Ref. 1258328 issued by Industria Militar signed by Erick Bayardo Lopez Dominguez dated 01/28/2009

Purchase Order issued by IMSA / Lobo signed by Maria Gabriela Mendio dated 03/25/2009

1B.

Signed DSP-83 Nontransfer and Use Certificate signed by Harry

Lopez (Valor Corp) dated 04/28/2009 and Maria Gabriela Mendio (IMSA) dated 04/03/2009

Import Authorization No. 041/ARM-2009 (1220115) signed Hector Rolando del Cid dated 04/28/2009

End User Certificate Ref. 2060015 issued by Industria Militar signed by Mario Francisco Quill Gabriel

Purchase Order issued by IMSA / Lobo signed by Maria Gabriela Mendio dated 03/25/2009

17. Please slug reply for PM/DTCC - BLUE LANTERN COORDINATOR and include the words "Blue Lantern" and the case number in the subject line. POC is Kyle M. Ballard, Phone: 202-663-1929; Email: BallardKM@state.gov; SIPRNET: BallardKM@state.sgov.gov. The Blue Lantern Guidebook (ref) is available as a PDF file on Intellipedia: [http://www.intelink.gov/wiki/Blue Lantern End-Use Monitoring Program](http://www.intelink.gov/wiki/Blue_Lantern_End-Use_Monitoring_Program)

18. Department is grateful for Post's assistance in this matter.
CLINTON